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Credit Union Report

Credit Unions Remain Strong in 1988

Credit union membership increased by more than two million in 1988, raising total membership to 58.6 million. The number of credit unions dropped about 3.4 percent to 15,719, due primarily to mergers, which aggregated resources for expanding services to members.

Assets grew 8 percent to $196 billion, while reserves rose to $8.6 billion, an 11 percent increase, indicating continued credit union strength.

Savings (shares and deposits) grew 7.5 percent to $178.5 billion, compared to a 9.2 percent increase in 1987. Credit unions' rate of savings growth slowed in 1988 due primarily to rising interest rates. Credit unions tend to lag the market because they are not profit maximizers; they tend to change rates only when necessary. Thus, rates on other savings accounts rose relative to credit union rates, slowing savings growth. Credit unions had 6.2 percent of the market share of consumer savings.

Credit union members found share certificates and money market accounts more attractive in 1988. Share certificates and MMAs grew to 26.6 percent of credit union savings, from 21.7 percent, while regular shares dropped to 50.5 percent from 55.3 percent.

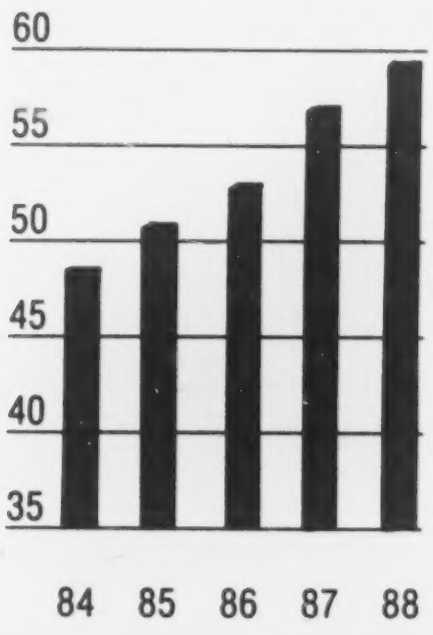
Credit union loans outstanding grew to $126.5 billion in 1988, a 14.2 percent increase. The loan-to-savings ratio increased to 70.9 percent from 66.5 percent in 1987.

The credit union market share of total consumer instalment credit was down for the year, dipping slightly to 12.8 percent from 13 percent in 1987.

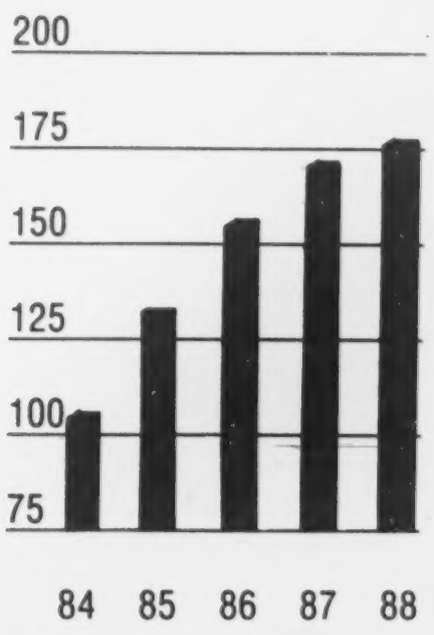
Credit cards and money orders led increased service offerings. More than 22 percent of credit unions now offer credit cards, a 13 percent increase from 1987. About 33 percent offer money orders. Because these services are generally offered at larger credit unions with more members, more than two-thirds of credit union members have access to these services from their credit unions. About 42 percent of credit unions offer travelers cheques, a 7 percent increase over 1987, and 39 percent of credit unions offer share drafts, a 5 percent increase. These credit unions serve more than 80 percent of credit union members. Nearly half of credit unions, serving more than 85 percent of credit union members, provide direct deposit of federal recurring payments, a 6 percent increase over 1987.

Savings

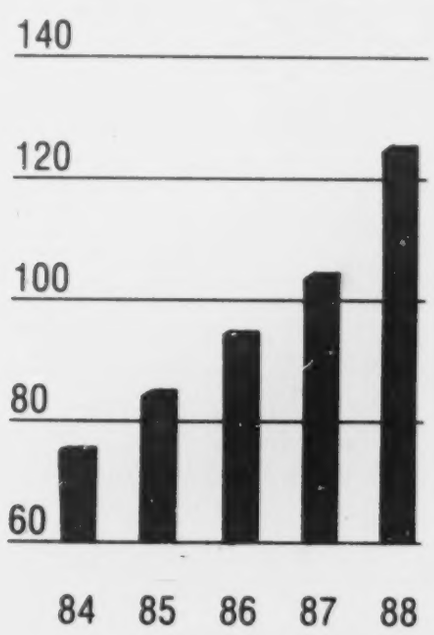
Number of Members
in millions



Savings (Shares and Deposits)
$ billions



Loans Outstanding
$ billions



	# of Credit Unions	# of Members	Savings (Shares & Deposits)	Loans Outstanding	Reserves	Assets
1988	15,719	58,829,214	$178,532	$128,542	$8,555*	$196,424
1987	16,277	56,476,329	166,018	110,764	7,707*	181,735
1986	16,910	54,066,729	152,893	96,397	6,816*	166,063
1985	17,581	51,721,709	125,512	85,139	5,330	137,168
1984	18,375	49,266,223	102,568	75,442	4,646	112,960
1983	19,095	47,507,019	89,693	60,517	3,951	98,327
1982	19,897	46,693,623	74,847	51,488	3,560	82,680
1981	20,786	45,313,237	64,649	50,371	3,339	72,295
1980	21,467	44,047,759	61,748	48,707	3,118	68,996
1979	21,983	41,355,370	55,878	51,230	2,943	64,193
1978	22,204	40,813,117	52,728	49,436	2,751	61,022
1977	22,383	36,851,813	45,997	41,214	2,544	53,043
1976	22,582	33,700,390	38,565	33,926	2,267	44,303
1975	22,678	31,321,234	32,800	28,105	2,015	37,554
1970	23,688	22,776,676	15,484	14,100	1,125	17,951
1965	22,219	16,753,106	9,249	8,095	669	10,552
1960	20,456	12,037,533	4,975	4,377	272	5,653
1955	16,201	8,153,641	2,447	1,934	110	2,743
1950	10,591	4,610,278	850	680	52	1,005
1945	8,683	2,842,989	369	127	24	435
1940	9,023	2,826,612	222	190	NA	253
1987-1988 % change	-3.4	3.8	7.5	14.2	11.0	8.1
1978-1988 % change	-29.2	43.7	238.6	156.0	211.0	221.9

*From 1986 to present, reserves include allowances for loan loss and investment loss.

	0-5.2	5.2-5	5.5-1	51-2	52-5	55-10	510-20	520-50	550-100	$100+	Total CUs
Once a member, always a member	67.8%	79.1%	84.2%	89.5%	92.8%	94.9%	95.3%	94.7%	96.1%	93.2%	88.2%
Common bond includes family members	72.9	85.1	90.7	93.1	95.2	96.2	97.1	97.4	96.4	96.4	91.7
Service package for retirees	0.3	1.7	1.8	2.8	5.5	10.9	18.1	28.0	39.4	46.3	9.1
Special program for youth	3.5	4.0	2.5	4.1	6.1	10.9	12.3	17.2	27.7	27.2	7.9
Multiple groups including SEGs	4.6	7.8	10.7	16.6	24.9	34.6	45.7	52.0	56.9	54.2	24.8
Eligibility by residence	29.6	23.4	21.8	22.8	23.5	27.9	28.9	28.9	38.0	31.2	25.7
Discount brokerage	0.2	0.7	1.0	1.6	3.6	6.6	10.8	18.1	25.7	29.3	5.6
Auto leasing	0.2	0.8	0.6	0.9	1.7	3.6	9.1	9.1	13.9	16.4	2.9
Pre-authorized payments (bills)	3.0	7.1	7.9	13.7	25.5	37.5	47.0	55.0	61.0	62.1	24.9
Direct Deposit (ACH)											
Federal recurring payments	6.4	10.8	19.1	30.1	56.6	76.9	85.7	90.7	96.1	95.4	47.9
Net pay	17.5	26.4	32.9	35.3	51.1	65.0	75.0	82.5	91.6	92.9	48.9
Money orders	2.0	7.2	12.1	20.0	34.5	50.2	64.6	72.1	79.5	77.2	33.2
Safe deposit boxes	1.1	1.5	1.2	0.9	1.0	4.4	10.8	27.0	46.5	48.8	6.7
Remedial financial counseling	8.3	11.0	14.1	17.6	25.6	33.0	43.6	48.9	50.6	58.0	25.5
Formal financial planning	1.4	1.9	1.9	1.8	4.0	5.3	7.4	7.9	15.2	18.8	4.4
ATM cards	0.0	0.5	0.5	1.3	6.2	21.4	39.0	62.0	84.6	91.2	18.6
Debit cards	0.6	0.4	0.5	0.4	1.7	4.4	11.2	14.6	26.9	31.0	4.6
Credit cards	0.5	0.8	0.9	2.3	12.0	36.9	58.3	72.9	84.4	89.8	22.4
Share drafts	1.1	2.0	5.4	15.4	42.8	68.1	83.7	88.5	97.3	95.4	39.6
IRAs	1.5	5.7	16.0	34.5	57.1	78.8	88.4	92.9	95.5	97.9	47.9
Travelers checks	0.6	5.9	13.4	25.7	46.9	67.2	80.2	88.0	95.2	93.7	41.7
Money market accounts	1.5	2.2	4.7	7.7	15.5	32.3	47.5	57.7	74.4	71.6	21.2
Business checking	1.6	1.5	3.5	8.8	24.1	39.0	50.5	53.2	60.1	45.6	22.5
Club accounts (Christmas and Vacation)	22.9	38.3	46.3	55.6	66.7	73.3	76.9	79.6	76.3	73.6	58.5
Home equity line of credit	1.5	1.9	3.7	6.6	17.1	32.9	43.1	59.7	74.8	65.3	21.3
First mortgage loans	1.6	3.5	8.7	15.3	27.6	42.3	60.4	73.6	88.4	92.6	29.7
Other second mortgage loans	3.1	6.1	11.2	20.1	37.7	54.2	67.9	76.4	83.5	86.5	35.1
Home improvement loans	40.1	51.2	57.6	62.4	70.9	79.3	85.5	88.4	94.3	91.8	67.7
Consolidation loans	29.7	50.7	58.5	67.4	76.3	83.5	89.0	91.9	93.7	92.7	69.7
Trust accounts	4.5	6.4	7.4	10.7	18.0	28.6	30.9	35.3	42.6	46.0	18.0
Plane/boat/RV loans	21.8	47.8	60.5	72.0	80.5	86.3	89.2	92.4	95.8	93.4	70.8
Guaranteed student loans	2.5	2.6	4.2	6.3	10.3	17.7	26.4	34.7	48.5	51.0	13.5
Other student loans	4.3	7.1	9.1	11.2	14.3	18.4	25.0	30.3	35.5	41.1	15.3
Wire transfer	2.0	2.8	6.4	13.3	32.0	53.5	72.3	82.8	92.2	94.7	33.2

State*	# CUs	# State Charter	# Federal Charter	# Over $50,000,000 Assets	Members	Membership/ Population**	Savings ($000)	Loans Outstanding ($000)	Reserves ($000)	Assets ($000)	First Mortgage Loans ($000)	Certificates ($000)	Share Drafts ($000)	IRAs ($000)
Alabama	237	95	142	12	1,017,887	24.7%	$ 2,949,091	$ 2,080,069	$ 151,562	$ 3,221,526	$ 441,427	$ 764,677	$ 255,938	$ 357,073
Alaska	18	2	16	4	338,149	61.0	1,196,832	724,281	30,702	1,281,889	121,035	125,653	179,037	149,105
Arizona	86	35	50	18	797,373	22.5	2,219,859	1,620,524	105,772	2,406,319	123,687	393,598	286,759	380,071
Arkansas	117	33	84	1	178,854	7.3	422,043	305,394	24,412	472,753	49,069	65,649	18,222	49,954
California	1,018	306	712	124	7,304,668	26.0	25,170,300	18,866,724	1,216,731	27,525,449	4,065,173	3,852,736	2,483,566	3,690,829
Colorado	226	99	127	15	1,048,616	31.3	3,032,503	1,951,806	128,189	3,311,847	298,699	641,907	311,307	455,434
Connecticut	322	105	217	10	935,386	28.9	2,637,143	2,066,538	117,921	2,882,784	340,276	438,607	182,086	399,996
Delaware	59	0	59	2	135,871	21.0	404,559	307,802	25,799	442,576	53,848	44,988	23,386	50,411
District of Columbia	111	0	111	9	533,186	86.4	1,727,876	1,214,660	73,243	1,870,498	287,890	301,343	235,369	216,336
Florida	384	161	223	40	2,453,011	20.0	8,060,338	5,415,580	374,039	8,830,897	989,751	1,724,578	844,665	1,091,115
Georgia	352	137	215	11	1,151,646	18.0	3,539,805	2,259,472	138,082	3,885,826	297,726	542,226	274,095	397,597
Hawaii	139	4	135	11	503,114	39.7	2,107,776	1,364,027	108,180	2,360,901	226,118	308,765	129,970	190,004
Idaho	106	58	48	1	281,773	27.9	808,358	476,236	22,405	858,439	38,452	115,532	80,379	73,786
Illinois	992	723	269	21	2,181,606	18.8	7,018,286	3,867,591	333,875	8,012,230	446,120	733,313	433,811	962,206
Indiana	373	74	299	23	1,540,700	27.9	4,570,795	2,921,477	164,386	4,943,510	484,374	962,824	402,115	499,360
Iowa	269	262	7	5	633,047	22.6	1,471,997	1,032,689	104,734	1,625,544	114,158	240,585	126,905	164,038
Kansas	199	157	42	6	549,741	22.2	1,381,380	1,010,811	76,940	1,505,921	159,164	347,593	81,540	184,450
Kentucky	195	79	116	5	509,055	13.6	1,305,252	939,623	76,341	1,438,820	169,507	209,056	101,715	181,795
Louisiana	384	86	298	3	708,610	15.7	1,854,389	1,358,465	100,341	2,052,201	222,502	279,954	111,722	188,455
Maine	117	14	103	3	437,365	36.6	1,257,729	944,560	63,373	1,377,816	212,183	286,105	148,076	137,754
Maryland	192	22	170	18	1,093,666	23.8	3,516,585	2,647,272	163,734	3,804,938	405,471	329,837	300,113	535,176
Massachusetts	455	207	248	49	1,911,168	32.7	7,926,656	5,974,870	246,863	8,616,651	2,461,847***	2,222,429***	454,732***	1,086,851***
Michigan	662	432	230	43	3,479,165	37.7	9,147,489	6,096,899	481,487	10,059,792	699,811	1,120,857	933,615	1,193,296
Minnesota	253	189	64	13	1,020,387	23.9	2,747,652	2,044,959	125,745	3,018,214	368,607	461,345	316,578	315,181
Mississippi	175	53	122	2	319,309	12.0	739,345	538,143	32,765	820,120	56,177	89,520	41,506	71,075
Missouri	269	246	23	8	891,987	17.4	2,529,022	1,783,259	136,477	2,831,900	387,018	244,773	224,846	380,211
Montana	108	21	87	3	289,905	33.3	657,643	424,126	32,963	705,216	50,394	98,083	51,734	62,076
Nebraska	118	47	71	3	294,186	18.5	838,349	532,476	45,986	919,711	102,185	115,687	50,298	153,895
Nevada	39	9	30	6	261,893	25.7	955,584	698,856	35,227	1,026,203	176,626	89,332	98,365	152,712
New Hampshire	50	30	20	6	338,520	31.2	1,112,363	939,485	47,340	1,209,106	362,194	331,481	110,824	140,864
New Jersey	463	34	429	14	1,041,886	13.4	3,144,802	1,972,748	138,658	3,419,290	292,362	404,017	182,246	413,592
New Mexico	75	35	40	8	314,303	20.2	1,049,032	813,497	41,080	1,135,443	176,866	237,039	115,596	142,962
New York	909	66	860	38	2,778,553	15.5	9,078,199	6,917,404	466,372	10,071,106	1,235,736	1,516,087	785,164	1,320,519
North Carolina	270	169	101	10	1,107,698	17.0	4,020,303	3,144,261	200,488	4,813,628	643,751	714,837	306,273	624,911
North Dakota	85	60	25	2	161,556	24.2	448,580	272,466	24,640	496,619	47,632	135,727	65,595	26,896
Ohio	935	446	489	23	2,399,335	22.3	5,775,070	4,042,967	286,571***	6,314,234	548,710***	756,142***	494,383***	728,313
Oklahoma	126	41	85	10	727,801	22.1	2,298,098	1,315,349	107,355	2,477,109	211,072	565,618	210,417	226,449
Oregon	159	28	131	11	777,058	28.4	2,210,807	1,720,409	92,907	2,431,297	301,256	370,030	245,625	380,357
Pennsylvania	1,188	154	1,034	19	2,281,947	19.2	6,449,044	4,575,751	241,962	7,015,067	853,001	798,683	400,374	788,431
Puerto Rico	286***	251***	37***	7***	693,358***	20.4	1,718,406***	1,382,929***	134,875***	1,914,377***	213,360***	282,236***	8,673*	4,471*
Rhode Island	74	61	13	15	432,859	43.8	1,987,447	1,738,405	127,130	2,273,898	1,235,899	665,918***	176,164	187,988***
South Carolina	136	33	103	10	685,998	19.8	1,729,237	1,466,486	82,302	1,914,341	300,747	458,667	140,216	192,406
South Dakota	74	0	74	1	158,649	22.5	307,652	233,680	14,286	338,935	25,911	70,024	36,967	34,857
Tennessee	368	236	132	16	1,166,895	23.9	3,557,318	2,591,556	186,338	3,909,771	629,397	876,310	244,345	482,867
Texas	1,008	382	626	56	4,077,321	23.7	12,124,355	7,718,235	516,260	13,388,262	917,587	2,435,571	1,341,045	1,739,963
Utah	195	141	54	9	791,868	46.0	2,071,860	1,627,587	137,557	2,257,015	171,283	412,159	214,666	228,888
Vermont	62	54	8	2	129,312	23.4	322,188	294,956	14,253	350,206	34,981	64,067	24,983	31,706
Virginia	330	100	230	19	2,574,546	43.1	7,775,684	5,777,825	470,676	8,785,953	944,528	1,316,564	901,482	1,410,609
Washington	238	124	114	24	1,443,349	31.6	5,004,621	3,266,435	174,951	5,415,124	513,200	854,082	591,725	735,996
West Virginia	168	19	149	2	247,376	13.1	690,148	463,050	41,200	756,937	64,607	97,232	31,576	67,114
Wisconsin	486	483	3	16	1,448,690	30.2	3,409,369	2,669,560	259,417	3,763,681	651,444	757,726	387,965	370,821
Wyoming	40	0	40	0	110,765	22.0	245,058	157,290	11,701	265,349	7,663	33,893	32,891	24,072
Total	15,719	6,804	9,115	787	58,829,214	23.6	178,523,916	126,542,530	8,555,277	196,424,999	24,232,674	30,912,754	16,232,896	24,077,276

Data taken from NCUA Form 5300 Call Report and State Call reports.
CUs grouped by state according to street address of main office. CUs in Virgin Islands are included with Puerto Rico. CUs in Guam and Samoa are included with Hawaii.
**1988 population projections from P-25 (No. 1017) except Puerto Rico, Virgin Islands, Guam and Samoa, which are 1987 census estimates*
***Estimated.*

	December, 1988 Outstanding	December, 1988 Market Share	December, 1987 Outstanding	December, 1987 Market Share	Change 1987-1988 ($000)	Change 1987-1988
Commercial Banks	$1,352.6	46.8%	$1,261.4	46.7%	$91.2	7.2%
Savings Institutions	1,008.2	34.9	953.5	35.3	54.7	5.7
Credit Unions	178.5	6.2	166.0	6.1	12.4	7.5
MMMFs	239.6	8.3	221.1	8.2	18.5	3.4
U.S. Savings Bonds	109.2	3.8	100.6	3.7	8.6	8.5
Total	$2,888.1	100.0%	$2,702.6	100.0%	$182.0	6.9%

	December, 1988 Outstanding	December, 1988 Market Share	December, 1987 Outstanding	December, 1987 Market Share	Change 1987-1988 ($000)	Change 1987-1988
Commercial Banks	$325.318	47.9%	$285,858	45.9%	$39,462	13.8%
Finance Companies	144,731	21.3	141,118	22.7	3,613	2.6
Credit Unions*	86,735	12.8	81,163	13.0	5,572	6.9
Savings Institutions**	68,701	10.2	64,099	10.3	4,602	7.2
Retailers***	49,736	7.3	45,907	7.5	2,829	6.0
Gasoline Companies	3,674	0.5	3,604	0.6	70	1.9
Total	$678,895	100.0%	$622,747	100.0%	$56,148	9.0%

CUNA adjusts Federal Reserve credit union totals to more accurately reflect credit union lending.
**Includes S&Ls, MSBs, and federal reserve savings banks.*
***Includes auto dealers and excludes 30-day charge credit held by travel and entertainment companies.*

	December, 1988 Outstanding	December, 1988 Market Share	December, 1987 Outstanding	December, 1987 Market Share	Change 1987-1988 ($000)	Change 1987-1988
Commercial Banks	$123,166	43.8%	$109,060	41.0%	$14,106	12.9%
Finance Companies	97,295	34.6	98,154	36.9	-859	-0.9
Credit Unions	41,336	14.7	40,432	15.2	904	2.2
Savings Institutions	19,403	6.9	18,354	6.9	1,049	5.7
Total	$281,200	100.0%	$266,000	100.0%	$15,200	5.7%

The Federal Reserve recently revised this data to include securitized loans. Therefore, market shares are not strictly comparable to previous years.

	# CUs	Full-time	Part-time	Volunteers
Less than $500,000	3,283	1,051	2,982	35,148
$500,001—1,000,000	1,926	982	2,245	22,534
$1,000,001—2,000,000	2,224	2,280	2,535	27,578
$2,000,001—5,000,000	3,031	6,850	3,304	38,797
$5,000,001—10,000,000	1,862	8,858	1,965	24,785
$10,000,001—20,000,000	1,412	12,468	2,076	19,827
$20,000,001—50,000,000	1,194	22,340	3,381	17,332
$50,000,001—100,000,000	428	18,597	2,872	6,420
$100,000,001 & Over	359	40,061	5,098	6,939
Total	15,719	113,387	26,398	201,140

Credit Union Terms

Regular Shares: Approximately equivalent to passbook savings accounts. The average dividend rate for shares is 6 percent.
Dividends: Interest paid on shares. Rates are set by the credit union's board of directors, and dividends may not exceed credit union earnings.
Share drafts: Interest-paying transaction accounts, approximately equivalent to checking accounts.
Field of membership: The association, affiliation, or residential area stipulated in a credit union's charter that legally defines who may become a member of a credit union.
Corporate Central Credit Union: A credit union whose members are themselves credit unions.
Credit Union League: The trade association serving credit unions in each state.
Credit Union National Association (CUNA): The national trade association that, through the state leagues, serves about 91% of U.S. credit unions.
World Council of Credit Unions (WOCCU): The international association that aids in the development of the worldwide credit union movement.

A Typical Credit Union

While every credit union is unique, some general characteristics are found in the following asset categories:

Less than $2 million: These credit unions are concerned with steady, solid growth. They offer their members a basic service package that includes shares and loans. The average membership for a credit union with between $1 million and $2 million in assets is 846, the average savings per member is $1,527 and the average size of a loan outstanding is $3,022.
$5 million: Credit unions that have reached this asset size have expanded their membership sufficiently to allow for an extended service profile. They may offer share drafts, IRAs, larger consumer loans, automated teller access and credit cards. The average membership for credit unions with between $5 million and $10 million in assets is 2,772, the average savings per member is $2,317, and the average size of a loan outstanding is $3,754.
$50 million: It is likely that these credit unions have integrated technology into most aspects of their operations, with many moving toward electronic account access via telephone. The average membership base of a credit union with between $50 million and $100 million in assets is 21,136, the average savings per member is $3,058 and the average size of a loan outstanding is $4,220.

Key Facts About America's Credit Unions

Credit Union Statistics
(Year-end 1988)

- Credit union membership totals 58.6 million.
- Credit union assets exceed $196 billion.
- Credit union savings stand at $179 billion.
- Credit union loans outstanding total more than $126 billion.
- There are approximately 15,700 credit unions. Some 9,115 are chartered under federal law, while 6,604 are chartered under the laws of various states.
- Nearly 100% (99.5%) of all credit union savings were insured under federal or state programs at the end of 1988. (Seven credit unions have decided to remain uninsured: six in Idaho, one in New Hampshire. These states have no insurance requirements for credit unions, and the credit unions vote annually on whether to become insured.)
- Accounts are typically insured up to $100,000.
- Total credit union assets at the end of 1988 were about 14.5% of total insured S&L assets and about 6.5% of total commercial bank assets.
- 91.1% of credit unions are part of the Credit Union System, which consists of organizations at the local, state and national levels. Through cooperative effort, credit unions of all sizes can offer their members a broad range of financial services.

Why Are Credit Unions Unique?

- Credit unions are not-for-profit financial cooperatives, organized solely to meet the needs of their members.
- Credit unions offer a variety of savings and lending services. While each credit union service profile is different, many offer life insurance coverage for savings accounts and loans at no direct cost to the member, payroll deduction plans, share drafts (checking), money orders, credit and debit cards and IRAs. Larger credit unions may offer services like home equity and real estate loans. Money earned through interest on loans and income from investments (after operating expenses and reserves) is returned to members in the form of dividends on savings, interest rebates on loans and expanded services.
- Each credit union is governed by its members. The membership elects unpaid, volunteer officers and directors who establish the policies under which the credit union operates. Officials must be from within the credit union's membership.
- Voting is under democratic principles, no matter how much money, or how little, a member has in shares (savings).
- To join a credit union, a person must be within its field of membership. Typical fields of membership include employee groups, associations, religious or fraternal affiliations and residential areas.

	Loan Size			
	$5	$5-20	$20+	All CUs
Personal (unsecured)				
1988	14.6%	14.7%	14.7%	14.7%
1987	14.5	14.6	14.5	14.5
1986	14.8	15.1	14.8	14.8
1985	15.7	16.2	16.3	16.2
1984	15.4	16.4	16.9	15.6
1983	16.2	16.1	16.7	16.3
1982	15.7	17.0	17.4	15.9
1981	15.7	17.3	17.4	15.9
1980	13.4	14.0	14.6	13.5
New Auto				
1988	10.8	10.6	10.7	10.6
1987	10.7	10.5	10.2	10.3
1986	11.9	11.2	10.7	10.8
1985	12.8	12.6	12.7	12.6
1984	13.3	13.3	13.6	13.3
1983	13.1	12.9	13.2	13.1
1982	15.0	15.6	14.9	15.1
1981	15.0	15.5	15.8	15.1
1980	13.1	13.5	13.9	13.2

	Qtr.	Share Drafts	Certs/ MMA	IRAs	Regular Shares
1988	1	9.1%	23.3%	13.5%	54.1%
	2	9.0	24.4	13.5	53.1
	3	9.2	25.9	13.5	52.0
	4	9.3	26.6	13.7	50.5
1987	4	9.4	21.7	13.6	55.3
1986	4	9.1	26.5	12.7	51.7
1985	4	8.9	28.1	11.0	52.0
1984	4	8.6	29.3	8.5	53.6
1983	4	8.0	27.4	5.5	59.1
1982	4	6.8	30.2	2.1	63.1
1981	4	5.3	27.4	—	67.3
1980	4	4.1	20.7	—	75.2

Residential	5.8%
Associational	16.8
Occupational	77.4
Manufacturing	36.6
Wholesale & Retail	3.8
Government	22.6
Education	12.7
Other occupational	22.3

$0-500,000	20.6%
500,001-1,000,000	12.3
1,000,001-2,000,000	14.2
2,000,001-5,000,000	19.3
5,000,001-10,000,000	11.9
10,000,001-20,000,000	8.9
20,000,001-50,000,000	7.7
50,000,001-100,000,000	2.6
100,000,001 & over	2.3
	100.0%

	Qtr.	Rate
1988	1	6.3%
	2	6.3
	3	6.4
	4	6.7
1987	1	5.6
	2	5.6
	3	6.3
	4	6.3
1986	1	7.2
	2	7.0
	3	6.8
	4	6.5
1985	4	7.6
1984	4	8.3
1983	4	7.6
1982	4	7.7
1981	4	6.8
1980	4	7.3

	$.5-.5	$.5-1	$1-2	$2-5	$5-10	$10-20	$20-50	$50-100	$100+	Total
Loans Outstanding/Savings	77.4%	81.2%	80.2%	76.5%	73.0%	71.0%	70.3%	70.8%	69.4%	70.9%
Capital/Assets	13.2	11.1	10.0	8.9	8.3	7.9	7.2	7.0	6.9	7.3
Operating Expense/Income	42.8	39.0	36.8	34.8	33.5	32.6	32.0	32.2	27.1	30.5
Share Drafts/Savings	0.3	0.5	1.3	3.4	5.6	7.4	9.2	11.8	10.7	9.1
Certificates/Savings	2.6	5.2	8.9	9.4	12.2	14.2	16.8	18.9	19.5	17.9
Loans Outstanding/Assets	66.4	71.2	71.4	68.9	66.4	64.9	64.6	65.0	62.6	64.4
Savings/Assets	85.8	87.7	88.9	90.1	90.9	91.4	91.8	92.0	90.2	90.9
Investments/Assets	28.0	25.0	25.5	27.7	29.0	30.9	30.7	29.7	32.7	31.1
Members/Potential Members	25.4	32.7	37.5	37.3	33.2	31.1	29.6	29.1	33.9	31.9
Annual Savings Growth	1.4	4.3	4.3	5.4	6.7	6.4	7.1	8.4	9.7	7.5
Annual Loan Growth	5.7	12.5	13.8	14.9	14.8	15.4	15.2	14.2	15.3	14.2
Annual Asset Growth	2.0	4.8	5.0	6.1	6.3	6.8	7.5	8.7	10.3	8.1
Savings/Members*	$752	$1,157	$1,527	$1,917	$2,317	$2,631	$2,940	$3,058	$4,101	$3,045
Loans Outstanding/Members*	$582	$930	$1,225	$1,456	$1,692	$1,869	$2,067	$2,100	$2,847	$2,158
Avg. Consumer Loan Made in 1988*	$1,729	$2,310	$2,786	$2,997	$3,041	$3,277	$2,933	$2,245	$3,266	$2,941

*In dollars

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